Exhibit 11

Page 1

UNITED STATES DISTRICT COURT EASTERN DISTRICT OF NEW YORK

KEITH FISCHER, MICHAEL
O'SULLIVAN, JOHN MOESER, LOUIS
PIA, THOMAS BARDEN, CONSTANCE
MANGAN, and CHARISE JONES,
individually and on behalf of
all others similarly situated,

Case No.

23-Civ-02848(GRB)(ARL)

Plaintiffs,

V.

GOVERNMENT EMPLOYEES INSURANCE COMPANY d/b/a GEICO,

Defendant.

VIDEOTAPED 30(b)(6) DEPOSITION of DEFENDANT, GOVERNMENT EMPLOYEES INSURANCE COMPANY, by

Friday, October 25, 2024 9:30 a.m.

JENNIFER FOGARTY

Held at Outten & Golden LLP 685 New York Avenue, 25th Floor New York, NY 10017

Reported stenographically by JOSHUA B. EDWARDS, RDR, CRR, CRC Notary Public of the State of New York Registration No. 01ED0000628

Job No. 1212113



	#: 3	005	
	Page 82		Page 83
1	Q. Do you know if there was a prior version of	1	A. An SIU supervisor.
2	this document?	2	Q. And who would that SIU supervisor report to?
3	A. I wouldn't know.	3	A. An SIU manager.
4	Q. Is the job title lead security investigator	4	Q. Is there anyone above an SIU manager other
5	still a job title at GEICO?	5	than the SIU director that the manager would report to?
6	A. Yes.	6	A. Yes, senior manager.
7	Q. And do they investigate suspected fraud	7	Q. And director is above senior manager; is that
8	cases?	8	correct?
9	A. That's part of their job, yes.	9	A. Yes.
10	Q. Do lead security investigators do field work	10	Q. Has that structure been in place for the
11	as we discussed earlier?	11	period between 2016 to present day?
12	A. Depends.	12	A. No.
13	Q. What does it depend on?	13	Q. Do you know when it changed?
14	A. Where I would say based on where they are,	14	A. Yes.
15	what office they reported to at a given time.	15	Q. When did it change?
16	Q. If they reported to the Melville office	16	A. Which part of it?
17	between 2016 and present day, would they have conducted	17	Q. The reporting structure from investigator to
18	field work?	18	supervisor to manager to senior manager to director, if
19	A. I don't know because I don't know if there	19	any part of that has changed, when did that change
20	were any lead security investigators in New York.	20	occurred?
21	Q. Do you know who would know if there were any	21	A. It's changed multiple times.
22	lead security investigators in New York?	22	Q. When was the most recent change?
23	A. Bill Newport would know.	23	A. When the senior managers were added.
24	Q. And who do lead security investigators report	24	Q. Prior to senior managers, did SIU managers
25	to?	25	report to SIU directors?
			•
	Page 84		Page 85
	Page 84		Page 85
1	A. Actually, I take that back. The most recent	1	Q. I'm trying to understand what was the change
1 2	A. Actually, I take that back. The most recent changed was when the director was hired.	2	Q. I'm trying to understand what was the change a couple of months ago, then. If there were SIU
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	Page 186		Page 187
1	A document?	1	question.
2	Q. Anywhere where it's a 2019 proposal, how do	2	A. In the cloud.
3	you know it's a proposal whose goals were met?	3	Q. What is the cloud?
4	A. At the end of 2019 you would do the same	4	A. (Indicating.) Data cloud. It's in the cloud
5	thing that he did with 2018 and tally up all the claims	5	somewhere out in space.
6	for these two specific jobs, desk and field, and look	6	Q. When you say "data cloud," are you referring
7	at the result. And then you tally it all up. It's an	7	to an internal database used at GEICO?
	average of all the cases that have been investigated	8	A. Yes.
8	e e		A. Yes. Q. Who has access to that database?
9	for these two specific job codes or job types.	9	
10	Q. Are there any manager check-ins to see if a	10	A. Claims supervisors and managers would have
11	region is on track to meeting the goals listed in the	11	access. You're talking about for the specific
12	proposals?	12	investigations?
13	A. The managers look at their results all the	13	Q. Correct.
14	time. It's their job to manage that team that's	14	A. The investigators input their investigations
15	assigned to them. So it's their job to know how they	15	and the supervisors and managers have access to see any
16	are doing so they know when they need to coach them.	16	of them.
17	Q. Where is that information stored in the	17	Q. Do investigators have access to information
18	ordinary course of business?	18	once it's inputted into a database?
19	A. Depends on what information you are asking	19	A. Yes, they can see all their cases. And they
20	about, which office you are asking about, and what time	20	can look up I think they can look up other people's.
21	period you are asking about. It continually has been	21	I'm not sure. It's changed over time as well.
22	changing. And it's different in every office.	22	Q. Can they see their cases even when they are
23	Q. Where is the data related to these goals	23	closed?
24	stored in the ordinary course of business?	24	A. Yes.
25	MS. RILEY: Object to the form of the	25	MS. JEAN: Let's take a break.
	7 100		7 100
	Page 188		Page 189
1	THE VIDEOGRAPHER: We are going off the	1	Q. When you say "at a different time," are you
2	THE VIDEOGRAPHER: We are going off the record. The time is 3:48 p.m.	2	Q. When you say "at a different time," are you still referring to them being updated on SICM?
	THE VIDEOGRAPHER: We are going off the record. The time is 3:48 p.m. (Recess taken.)	1	Q. When you say "at a different time," are you still referring to them being updated on SICM? A. Mm-hmm.
2	THE VIDEOGRAPHER: We are going off the record. The time is 3:48 p.m. (Recess taken.) THE VIDEOGRAPHER: We are back on the record.	2 3 4	Q. When you say "at a different time," are you still referring to them being updated on SICM?A. Mm-hmm.Q. Is that a "yes"?
2	THE VIDEOGRAPHER: We are going off the record. The time is 3:48 p.m. (Recess taken.) THE VIDEOGRAPHER: We are back on the record. The time is 4:07 p.m.	2 3	 Q. When you say "at a different time," are you still referring to them being updated on SICM? A. Mm-hmm. Q. Is that a "yes"? A. Yes.
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	#: 3	007	
	Page 194		Page 195
1	Q. Oh.	1	that degree?
2	A. And I don't remember. We talked about this	2	A. It would be one factor in their overall
3	earlier.	3	yearly review.
4	Q. Supervisor?	4	Q. Are investigators required to conduct special
5	A. What the heck does it stand for?	5	projects?
6	Performance-something, supervisor performance review,	6	A. No.
7	something like that.	7	Q. Are they allowed to volunteer for special
8	Q. Are supervisor performance review or SPR	8	projects?
9	guidelines used to conduct performance reviews for	9	A. Mm-hmm.
10	investigators?	10	Q. Was that a "yes"?
11	A. It's 40 percent of their core metric rating,	11	A. Yes.
12	and then their core metric rating is a portion of one	12	Q. Can they be assigned special projects without
13	item out of many that are reviewed to establish their	13	volunteering?
14	end-of-year rating.	14	A. Generally no. If they do, then these would
15	Q. What are the other items that are used to	15	not apply to them because that would be unfair.
16	establish the end-of-year rating?	16	Q. Oh, I see.
17	A. Special projects, school, continuing	17	When you say "volunteer activity," can you
18	education like insurance studies, volunteer work,	18	give me examples of volunteer activity?
19	charity work, helping other people.	19	A. Yeah. They actually do charity work.
20	Q. When you say "school" earlier, you said	20	Q. And that's part of their assessment at the
21	"degree." Is that the same thing?	21	end of the year?
22	A. Mm-hmm.	22	A. Yes.
23	Q. Does that mean if an investigator obtained a	23	Q. Is there a reporting mechanism to report
24	degree during the course of the year for the annual	24	charity work or volunteer work?
25	performance review, they would be assessed on attaining	25	A. They report it. They self-report it when
	Page 196		Page 197
1	Page 196 they write their self-PA.	1	Page 197 establish what the goal was, because it was new.
1 2		1 2	establish what the goal was, because it was new. Q. When we were discussing data earlier, you
	they write their self-PA. Q. Is PA performance appraisal? A. Yes.	1	establish what the goal was, because it was new. Q. When we were discussing data earlier, you mentioned the data cloud and SICM being the main
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	they write their self-PA. Q. Is PA performance appraisal? A. Yes. Q. On the 2020 scale, it says for case life, less than 5 sorry. A number 5 would mean that they closed a case in less than one day; is that correct? A. Yes. Q. What would be required to close a case in less than one day? A. The investigator took enough steps to decide if it was suspected fraud or a valid claim. It's up to the investigator to determine what they have to do to either validate or confirm fraud. They are fact-finders. Q. Turning to the page Bates stamped G007977, it says "2020 Field Investigator Core Metrics." Do you see that? A. Yes. Q. For productivity, the 2020 scale says "TBD." Do you know why that was TBD? A. Yes. Q. Why was that TBD?	2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	establish what the goal was, because it was new. Q. When we were discussing data earlier, you mentioned the data cloud and SICM being the main database for data. Are there any other databases that track productivity of cases? A. Yes. Q. What are they? A. It's also in the cloud, but it's a report. It's like a management report. Doesn't exist anymore. Or it's broken, I should say. Q. When did it exist? A. I think it broke a couple years ago. Q. When you say "broke," what do you mean? A. When the company reorganized, it literally broke all of the reporting mechanisms because we changed or somebody changed the entire structure of GEICO. Q. Are there any other databases that track productivity that we did not discuss? A. No. Q. Are there databases other than SICM that track quality?

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A. It's a database. We named it because it was
built internal, so we call it Guardian. It's just an
auditing system, a form, I should say. The system
doesn't actually do anything. It's just a form to
input the audit.

- Q. Does it store the audit forms?
- A. It's a blank form that you just fill out and then it saves it so that you can roll up all the
- Q. Is there a database other than SICM that tracks case life?
- A. No. It would be in the same two places. It's the cases are in SICM, and then you can run a report to get the overall tally of them.
 - Q. Are reports run in SICM often?
 - A. Yes. You can do it whenever you need data.
- 17 Q. If you turn to 7978, it lists "Supervisor 18 Core Metrics Weights." Do you see that?
- A. Yes. 19

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- Q. On the fourth line it says "AOS/pulse survey results." What is AOS?
- A. Associate Opinion Survey.
- 23 Q. What is an Associate Opinion Survey?
- 24 A. It's literally a survey that associates fill 25 out of their opinions about the company.

- Q. How often did they fill out the AOS?
- A. Whenever the company decides to send one out. It's not on a regular basis.
 - Q. Do you know when the last one was administered?
 - A. This year some time, I think.
 - Q. Prior to this year, do you know when the one before was administered?
 - A. No, I don't remember.
 - Was it after the pandemic?
- I don't remember. It's been a couple of 11 A. 12 years.
 - Q. Do you know if it was before the pandemic?
 - A. We've had them on and off as long as I've worked at GEICO, but it's not at always the same cadence.
 - Q. What are pulse surveys?
 - A. It is what we refer to as a mini-survey that was sent out after the AOS, and it was to measure whether they were -- the results were changing.
 - Q. In reading these metrics for supervisor core metrics weights, are supervisors then assessed on the survey results for the associate opinion survey and the pulse survey?
 - A. On here it says that. Well, this is a

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- proposal.
 - Q. Yes.
- A. At the bottom it says, "Should we incorporate survey results?"

So I don't know that they were measured on it. This does not say it's final.

- Q. Do you know if a final version of this document exists?
 - A. I do not know.
- Q. Are proposals typically presented in draft form?
- A. Yes.
- Q. Who would they be presented to?
- A. Whoever -- I don't know who it would have 14 15 been in this case.
 - Q. Earlier you testified regarding the prior presentation that it was Douglas who drafted it?
 - A. Yes.
 - Q. And this one was end of 2019, beginning of 2020, possibly later. Do you know who would have drafted it during that it would?
 - A. It would have still been Douglas Shiring.
- 23 Q. What does the note at the bottom, "No change in 2019 categories when matched for investigators," 24 25 what does that mean?

- 1 A. It means that there was no change from the 2 2019 categories, the metrics, the four metrics. And 3 then it says that ranges match the investigators, which 4 means that they have the same -- it look he's saying
- 5 the same weights. 6 Q. Do you know if in 2020, the effectiveness

metrics was replaced by the survey results?

- A. I don't remember.
- Q. When Douglas did this presentation, do you recall if he posed the question, "Should we incorporate survey results instead of effectiveness?"
- 12 A. I don't remember the presentation, but that's 13 what it says on here.
- 14 Q. Who would have been the audience for this 15 presentation? Sorry.

Who was the audience for this presentation?

- 17 A. I don't know.
 - Q. Did you -- do you recall seeing this presentation?
 - A. No, I don't remember seeing it.
- 21 Q. Turning to 7979, "Manager Core Metric 22 Weights," in 2019 -- well, the metrics are listed. And then it says "new" for 2019. What does that mean? 23
- A. Can you repeat the question? 24
 - Q. Under "Manager Core Metric Weights," under

	Page 254		Page 255
1	GEICO?	1	being issued a warning. Do you recall that?
2	A. She's had multiple over the years. When I	2	A. Yes.
3	met her she was the AVP of underwriting.	3	Q. Do you know when the policy changed so that
4	Q. Are you familiar with her role as vice	4	ratings 3 or under are not considered are not
5	president of CALG?	5	administered a warning?
6	A. Yes, aware of that position, but I don't know	6	A. In the last couple of years.
7	what you mean by "aware of."	7	Q. When you say "couple of years," are you
8	Q. I asked are you familiar with her role as	8	referring to two years ago?
9	vice president of CALG?	9	A. Probably about within the last two years, the
10	A. I was aware that she was. I don't know her	10	last two to three years.
11	specific job duties if that's what you are asking.	11	Q. We also discussed staffing projections on
12	Q. Did you interact with her as vice president	12	Exhibit 17 in terms of the outside supervisor job
13	of CALG?	13	description. Do you recall that?
14	A. No.	14	A. Yes.
15	MS. JEAN: Can we go off the record.	15	Q. Is there a document where staffing
16	THE VIDEOGRAPHER: We are going off the	16	projections are listed?
17	record. The time is 6:15 p.m.	17	A. Not that I know of. Staffing projections?
18	(Recess taken.)	18	Q. How are staffing projections determined?
19	THE VIDEOGRAPHER: We are back on the record.	19	A. Based on anticipating regulatory changes in
20	The time is 6:22 p.m.	20	the states, anticipated weather, process changes that
21	BY MS. JEAN:	21	may affect us. There's a whole host of different
22	Q. Earlier today we were talking about the	22	things. Automation affects that as well.
23	policy change in terms of the rubric for performance	23	Q. Are those factors for staffing projections
24	appraisals. One of the changes we discussed was when	24	listed anywhere?
25	the policy changed from ratings under 3 not necessarily	25	A. No. You have to take into account everything
	Page 256		Page 257
1			rage 257
1		1 4	4.1
	that's going to affect your business.	1	seen this document before?
2	Q. Who creates staffing projections?	2	A. Yes.
2	Q. Who creates staffing projections?A. It's changed multiple times over the years,	2 3	A. Yes.Q. In what context have you seen this document?
2 3 4	Q. Who creates staffing projections?A. It's changed multiple times over the years,and it's different depending on what office you work	2 3 4	A. Yes.Q. In what context have you seen this document?A. It would have been sent out from HR when the
2 3 4 5	 Q. Who creates staffing projections? A. It's changed multiple times over the years, and it's different depending on what office you work in. 	2 3 4 5	A. Yes.Q. In what context have you seen this document?A. It would have been sent out from HR when the change was being made to notify us.
2 3 4 5 6	 Q. Who creates staffing projections? A. It's changed multiple times over the years, and it's different depending on what office you work in. Q. For New York Region 2 from 2016 to present, 	2 3 4 5 6	 A. Yes. Q. In what context have you seen this document? A. It would have been sent out from HR when the change was being made to notify us. Q. If you go under the title of "FAQ," the third
2 3 4 5 6 7	 Q. Who creates staffing projections? A. It's changed multiple times over the years, and it's different depending on what office you work in. Q. For New York Region 2 from 2016 to present, who was responsible for creating staffing projections? 	2 3 4 5 6 7	 A. Yes. Q. In what context have you seen this document? A. It would have been sent out from HR when the change was being made to notify us. Q. If you go under the title of "FAQ," the third bullet point, "Will management discontinue scheduling
2 3 4 5 6 7 8	 Q. Who creates staffing projections? A. It's changed multiple times over the years, and it's different depending on what office you work in. Q. For New York Region 2 from 2016 to present, who was responsible for creating staffing projections? A. For that time period, I only know since 2018 	2 3 4 5 6 7 8	 A. Yes. Q. In what context have you seen this document? A. It would have been sent out from HR when the change was being made to notify us. Q. If you go under the title of "FAQ," the third bullet point, "Will management discontinue scheduling overtime?" Do you see that?
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	#. 3	010	
	Page 258		Page 259
1	overtime is needed, then the manager and supervisor	1	about assessing business need?
2	would go over it and they would find the they would	2	A. No.
3	look to see if there was somebody else that could help	3	Q. The policy on Exhibit 18, G010294, do you
4	and if not they could look to approve overtime.	4	know if this is still the current policy?
5	Q. How much discretion do supervisors have in	5	A. Yes, it is, or at least the top part is that
6	authorizing overtime?	6	they will be paid based on time and a half. You want
7	A. It would be different based on the office and	7	to know about all of this?
8	the time period and whoever their boss was and how	8	Q. The expectations around having overtime do
9	comfortable they were with their decision-making.	9	not change, for example, those three bullet points, the
10	Q. Do supervisors have discretions in	10	current policy, overtime must be approved by
11	determining whether or not to authorize overtime?	11	management
12	A. It depends on the office and the time period	12	A. Yes.
13	and how comfortable their boss was with allowing them	13	
	to make those decisions on their own.	14	Q with authorization?
14		1	You can put that aside.
15	Q. Do you know if supervisors who reported to	15	How do investigators learn that a case has
16	Bill Newport in New York in 2016 to present have	16	been assigned to them?
17	discretion in authorizing overtime?	17	A. In SICM they have a pending, and the case
18	A. No, I don't know.	18	would pop into their pending as brand new. They may
19	Q. Do you know if GEICO has any guidance or	19	also receive an e-mail depending on who their intake
20	training on how to authorize overtime?	20	was and time period and the process that that office
21	A. I don't know.	21	established.
22	Q. Do you know if managers receive any training	22	Q. Other than intake which we discussed earlier,
23	on authorizing overtime?	23	are there other people that would assign a case or
24	A. No.	24	investigator within SICM?
25	Q. Do you know if managers receive any training	25	A. Yes, it's possible.
	Page 260		
1	Page 260	1	Page 261
1	Q. What are those other titles that would assign	1	an e-mail with an assignment of a new case to
2	Q. What are those other titles that would assign cases to investigators within SICM?	2	an e-mail with an assignment of a new case to investigate.
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2 3 4	 Q. What are those other titles that would assign cases to investigators within SICM? A. Depends on the office and the time period. A supervisor could have been involved in the assignment 	2 3 4	an e-mail with an assignment of a new case to investigate. Q. Who would that e-mail come from? A. Depends on the office and who was assigning
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2 3 4 5 6	 Q. What are those other titles that would assign cases to investigators within SICM? A. Depends on the office and the time period. A supervisor could have been involved in the assignment process. Q. Do you know if supervisors were involved in 	2 3 4 5 6	an e-mail with an assignment of a new case to investigate. Q. Who would that e-mail come from? A. Depends on the office and who was assigning cases. Q. In New York from 2016 to present, who would
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	Page 262		Page 263
1		1 1	-
1 2	A. I could give you a couple of examples. It's all of Claims.	1 entries made 2 A. No. I	on a case? [would have to manually count.
3	Q. Is SIU a part of Claims?		he tasks the same thing as investigative
4	A. Not in that context, no.	4 activities?	the tasks the same tiling as investigative
5	Q. Is Atlas still used today?	5 A. Yes.	
6	A. Yes.		re a SICM report that can pull
7	Q. Does Atlas does the Atlas system interact		activities on any given case?
8	with the SICM system such that data from one or the	8 A. No.	activities on any given case.
9	other is fed into one or the other?		are investigative activities reported
10	A. It does now, but it didn't always. It only	10 out?	are investigative activities reported
11	communicates very minimal data.		do you mean "reported out"?
12	Q. Do investigators primarily use SICM for case		er we looked at various metrics that
13	assignments?		estigative activities and goals for them.
14	A. Primarily, yes.		se inputted into performance appraisals, for
15	Q. Do investigators primarily use SICM for case	15 example?	1 11 /
16	reports?	16 A. The in	nvestigator as they are working the case
17	A. Yes.		tivity that they are working, and then
18	Q. What information do investigators input into	18 the database	that you just showed me tallies them by
19	SICM as it relates to case investigation?	19 region.	
20	A. They mark down every task that they take in	20 Q . M y q	uestion is a little different.
21	the investigation. The stuff that they take, they		king about investigative activities in
22	document.	22 SICM. Does	SICM keep track of the number of
23	Q. Are those documented steps timestamped?	23 investigative	activities within a given case?
24	A. Yes.	24 A. No.	
25	Q. Can you query SICM to find out the number of	Q. Are in	nvestigators assessed as part of their
	Page 264		Page 265
1		1 Q. We lo	_
1 2	Page 264 performance appraisal for the number of investigative activities on cases?		Page 265 cooked at various job titles earlier, for execurity field investigator or a variation
	performance appraisal for the number of investigative	2 example, the	ooked at various job titles earlier, for
2	performance appraisal for the number of investigative activities on cases? A. Not now. Q. When did that change?	example, theof that. Is thbe assigned to	ooked at various job titles earlier, for security field investigator or a variation are a target number of cases that should to field security investigators?
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	#: 3	012	
	Page 266		Page 267
1	A V	1	O Is Worldon also used for eaching?
1 2	A. Yes.	1 2	Q. Is Workday also used for coaching?A. No, I don't believe so.
3	Q. Can an investigator be logged out of SICM for	3	Q. Where are performance and improvement plans
_	any reason? A. Yes.		ocated?
4 5	O. What would be the reason?	5	A. That's in Workday. You "said performance
6	•		mprovement plan"? Sorry. They don't exist anymore.
7	A. Because they are not working in there.Q. If an investigator is working within SICM,	7	Q. Where are warnings located?
8	can they be logged out?	8	A. They are in where would a warning be? I
9	A. You have to log in to work in SICM.		don't know if they are in Workday or not. They go
10	Q. Can the SICM system itself log someone out,		hrough HR.
11	for example, if they have been inside of the SICM	11	Q. Going back to SICM, is it possible to run a
12	platform for more than eight hours?		query in SICM showing the number of activities done by
13	A. No. It will just sit there and keep going,		an investigator over a given time?
14	just sit there open.	14 a	A. No.
15	Q. Is there a format that investigators need to	15	Q. Does SICM keep track of when a case is
16	follow when creating investigative activities within		closed?
17	SICM?	17	A. It timestamps when the investigator hits the
18	A. No.		button.
19	Q. Are there other databases that investigators	19	Q. Do you use WebEx?
20	use for case management?	20	A. I do.
21	A. No.	21	Q. What do you use it for?
22	Q. We talked about Workday earlier. Are there	22	A. To make phone calls.
23	any other databases that investigators use for	23	Q. Is there a chat function within WebEx?
24	timekeeping?	24	A. Yes.
25	A. Not that I'm aware of.	25	Q. What GEICO-issued devices do investigators
	110 1100 1110 1111 1111 1111 1111 1111 1111 1111 1111		(
	Page 268		
1	Page 268	1 .	Page 269
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	Page 274	Page 275
1	Exhibit 13 AD&SIU: Check in/Check Out 220	1 WITNESS DECLARATION
2	Enablement Training-Associate FAQs	2
3	Exhibit 14 Unmatched Time Clock Event 223	3 I, JENNIFER FOGARTY, do hereby certify
	Desktop Manager	that having been duly sworn to tell the truth, I
4	Fighth 15 FIGA Communication to 220	5 gave the above testimony.
5	Exhibit 15 FLSA Communication to 226 Associates	6 I FURTHER CERTIFY that I have read the 7 foregoing pages, and that the same is a correct
6	Exhibit 16 Excel spreadsheet sheet titled 228	foregoing pages, and that the same is a correct transcription of the answers given by me to the
	"SIU Core Metrics Report Card"	9 questions therein propounded, except for the
7	E 17247 III 1 2 2 6 0 2 1 0 0 7	10 corrections or changes in form or substance, if any,
8	Exhibit 17 Job description for Outside 247 Supervisor Investigator	noted in the attached Errata Sheet.
O	SIU-New York/New Jersey	12 noted in the attached Effetti Sheet.
9	·	13
1.0	Exhibit 18 AD & SIU Talking Points 256	JENNIFER FOGARTY
10 11		14
12		15
13		16 Subscribed and sworn to before me this
14		17 day of, 2024.
15 16		18
17		19
18		Notary Public
19		20
20 21		21 22
22		23
23		24
24		25
25		
	Page 276	23
		23
1	Page 276 REPORTER CERTIFICATE	25
1 2		25
1	REPORTER CERTIFICATE	25
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1 2 3 4	REPORTER CERTIFICATE I, JOSHUA B. EDWARDS, a Notary Public for and	
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